



Contract Number: GS-10F-0060W

GSA Price List

Labor Category Description

SIN 874-1: Consulting Services

Key Management Partners, Inc.

8700 Georgia Avenue, Suite 303

Silver Spring, MD 20910

Tel: (301) 588-7722

Fax: (301) 588-7726

Alternate Number: (301) 412-0653

Contact: Kenny M. Pedro, President/CEO

Email: kpeditro@kmp-inc.com

Web: www.kmp-inc.com



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KEY MANAGEMENT PARTNERS, INC
Summary of Proposed MOBIS GSA Pricing
Contract Number: GS-10F-0060W

SIN874-1 CONSULTING SERVICES

Annual Escalation rate of 3.0%

Item #	Direct Labor Categories:	Base	Base	Base	Base	Base
		<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>
0001	Program Manager	\$129.64	\$133.52	\$137.53	\$141.66	\$145.91
0002	Principal	\$149.64	\$154.13	\$158.75	\$163.52	\$168.42
0003	Business Analyst	\$105.07	\$108.22	\$111.47	\$114.81	\$118.26
0004	Administrative	\$63.74	\$65.65	\$67.62	\$69.65	\$71.74
0005	Task Lead	\$143.48	\$147.78	\$152.22	\$156.78	\$161.49
0006	Technical Writer	\$91.83	\$94.58	\$97.42	\$100.35	\$103.36
0007	Consultant	\$239.43	\$246.61	\$254.01	\$261.63	\$269.48
0008	Sr. Acquisition Specialist III	\$121.00	\$124.63	\$128.37	\$132.22	\$136.19
0009	Sr. Acquisition Specialist II	\$104.01	\$107.13	\$110.35	\$113.66	\$117.07
0010	Sr. Acquisition Specialist I	\$84.87	\$87.42	\$90.04	\$92.74	\$95.52

Labor Category Description

SIN 874-1: Consulting Services

PROGRAM MANAGER

Description: Provides oversight and executive level management to overall contract operations often involving multiple projects/tasks and groups of personnel at multiple locations. The Program Manager maintains and manages relationships with senior level management within the client organization. Responsible for ensuring senior level management within the client organization is aware of overall program status, including all relevant projects and their potential impact on higher level organizational strategic vision, this may include subject matter and unique technical knowledge. The Program Manager is responsible for managing multiple contract operations, ensure quality standards and work performance on all task orders and projects, plans, organizes and oversees work efforts, assigns resources, manages personnel, provides risk management, ensures quality management, monitors overall project and contract performance.

Education: Bachelor's Degree

Experience: Minimum of 10 years experience and Bachelors Degree

Principal

Description: Defines agenda and project objectives; drives content and provides thought leadership. Manages execution of multiple, rapid hypothesis-based fact finding efforts: Balances potentially conflicting themes and objectives. Generates innovative approaches to address business problems and ensures that appropriate structure is in place to support real and lasting change. Specialist in multiple functional/industry domains; Demonstrated leadership of consulting engagements in areas such as Business Strategy. Manufacturing and Supply Chain Strategy, IT Architecture Strategy, Platform Strategy. Go-to Market Effectiveness, Global Sourcing Strategy, and Innovation Strategy

Education: Bachelor's Degree

Experience: Minimum of 15 years of extensive client/industry experience

BUSINESS ANALYST

Description: Senior expert with extensive knowledge in designated field or discipline. Provides insight and advice concerning task or project strategic direction and outcomes. May contribute to the evaluation, analysis, and development of recommended solutions. Resolves complex problems, which require an in-depth knowledge of subject matter related to the designated field or discipline. Applies principles and methods of the subject matter to specialized solutions. Generally possess demonstrated ability and experience in management consulting and cross-team facilitation at the senior management level. Other areas of expertise may include, but is not limited to, business process reengineering, statistical process control, individual and organizational assessment and evaluation, process modeling an simulation, strategic and business planning, change management, organizational development, and the development of leadership/management skills. Directs the activities of Specialists 1 and Specialists, or other staff as necessary on activated related to the specified field or discipline.

Education: Bachelor's Degree

Experience: Minimum of 12 years experience

ADMINISTRATIVE SUPPORT STAFF

Description: Gathers, analyzes, and composes technical information. Conducts research and ensures the use of proper technical terminology. Translates technical information into clear, readable documents to be used by technical and non-technical personnel. Experienced with technical publications and graphics presentations. Skilled with PC-based packages such as MS Word and MS PowerPoint. Experience with integration of graphics within word processing packages for complex publications. May have technical background in specialized field. 4+ years exp.

Education: A.A, degree.

Basic Experience: Three (3) years of experience in technical writing and documentation. **Specialized Experience:** Experience in preparing technical documentation, which is to include researching for applicable standards.

TASK LEAD

Description: Senior leader, experience in project and task management, responsible for ensuring successful task completion within the scheduled timeframe consistent with the established scope of work to include both the technical and financial solutions. Organizes, directs, and coordinates the planning and production of all activities associated with assigned tasks. Experienced in task management, responsible for ensuring successful task completion within the scheduled timeframe consistent with the established scope of work to include both the technical and financial solutions. Organizes, directs, and coordinates the planning and production of all activities associated with assigned tasks.

Education: Bachelor's Degree

Experience: Minimum of 10 years experience

TECHNICAL WRITER

Description: Assist in collecting and organizing information for preparation of user manuals, training materials, installation guides, proposals, and reports. Edit functional descriptions, system specifications, user manuals, special reports, or any other customer deliverables and documents.

Education: B.A. or B.S. Degree,

Basic Experience: Five (5) years of experience in technical writing and editing.

Specialized Experience: Experience in editing documents, including technical documents.

CONSULTANT

Description: Senior expert with extensive, enterprise-wide knowledge and experience in one or more designated functional and/or domain areas. Provides insight and advice concerning strategic direction and applicability of up to date, industry standard solutions. Is responsible for providing high level vision to program/project manager or senior client leadership to influence objectives of complex efforts. The Functional/Subject Matter Expert is primarily utilized on projects for their specific

expertise, not in a managerial capacity, in support of the creation of comprehensive methods for describing current and/or future structure and behavior of an organization's processes, systems, personnel and organizational sub-units, so that they align with the organization's core goals and strategic direction. The Functional/Subject Matter Expert is typically a former high ranking military or civilian official and recognized by industry as an expert in their specific field.

Education: Bachelor's Degree

Experience: Minimum of 15 years experience

Acquisition Support Specialist III

Description: Senior level Acquisition Analyst with hands-on experience supporting decision makers in all phases of the acquisition process (pre-award, source selection, and post award). Responsible for planning, organizing, leading, and directing the day-to-day activities of performing Acquisition, technical, and procurement support services. Establishing goals, objectives and schedules for the Acquisition programs; preparing organizational planning documents; compiling data in the preparation of contract deliverables. Has the ability to perform cost/price analysis of simple and complex proposals, and possesses the knowledge of and experience with various contract types, to include but not limited Indefinite Quantity contracts, Cost Reimbursable Contracts, Time and Materials, Labor Hour and Fixed Price Contracts.

Education: Must have DAWIA Level III certification plus At least 24 semester hours of these courses: accounting, law, business finance, contracts, purchasing, economics, industrial management, marketing, quantitative methods, organizational management and Functional Training Requirements are:
CON 353 – Advanced Business Solutions for Mission Support
Two (2) weeks of management and leadership training and Bachelors Degree

Experience: Minimum of 8 years experience

Acquisition Support Specialist II

Description: Mid-level Acquisition Analyst with hands-on experience supporting decision makers in all phases of the acquisition process (pre-award, source selection, and post award). Responsible for planning, organizing, leading, and directing the day-to-day activities of performing Acquisition, technical, and procurement support services. Establishing goals, objectives and schedules for the Acquisition programs; preparing organizational planning documents; compiling data in the preparation of contract deliverables. Has the ability to perform cost/price analysis of simple and complex proposals, and possesses the knowledge of and experience with various contract types, to include but not limited Indefinite Quantity contracts, Cost Reimbursable Contracts, Time and Materials, Labor Hour and Fixed Price Contracts.

Education: DAWIA Level II Certification and Bachelors Degree plus At least 24 semester hours of these courses: accounting, law, business finance, contracts, purchasing, economics, industrial management, marketing, quantitative methods, organizational management and Functional Training Requirements are:
CON 202 Intermediate Contracting
CON 204 Intermediate Contract Pricing
CON 210 Government Contract Law

Experience: Minimum of 8 years experience

Acquisition Support Specialist I

Description: Junior level Acquisition Analyst with hands-on experience. Includes efforts involved in buying goods and services. Receives requests for purchase of parts or repair of materiel. Locates sources of supplies, requests quotes from vendors, evaluates bids, and selects the most qualified source. Issues purchase orders, tracks status, and expedites orders according to customer requirements. Communications with customers are in person, electronically, or by telephone. Automated and Internet-based systems are used for most

Education: DAWIA Level I Certification and Bachelors Degree plus At least 24 semester hours of these courses: accounting, law, business finance, contracts, purchasing, economics, industrial management, marketing, quantitative methods, organization and management and Functional Training Requirements are:

CON 101 Basics of Contracting

CON 104 Principles of Contract Pricing

Experience: Minimum of 5 years experience



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SIN 874-6: Acquisition Support Services

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SIN874-6 –Acquisition Support Services

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